



Walczak Warriors!

Check out our Unit Website & Hotline!
www.melissawalczakmavens.com (715) 875 6883 (Mon-Fri)

April 2018 Newsletter, March Results



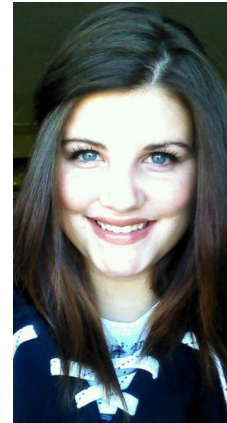
Our Queens!

April Deadlines

- 17: Last day to enroll for Summer PCP.
- 30: Seminar registration opens
- 30: Last day of month

4th Quarter has stated!

This is the last quarter this Seminar year to be a Star Consultant! It ends June 15, 2018.



Queen of Wholesale:
Carla Musil

Queen of Sharing:
Alexandra McDermott



Ready. Set.

Action!

Earn this month's Action Bracelet!
Place a cumulative \$600 or more w/s Section 1 order in April & the Action Bracelet is yours!



Win Diamonds!

When you earn the April charm bracelet during the New Faces Take You Places Challenge, you'll be entered into a drawing for the chance to win these dazzling diamond stud earrings or a \$100 gift card!



Recruiters and their team!

* You are currently inactive. It only takes a \$225 wholesale order to get back on track!
#T Status

Offspring Directors

Chasity Austin
Kim Mayer

Star Team Builders

Recruiter :Charliene M. Frey
Kristine L. Brandt
Jeanine M. Helgevoid
Shannon R. Skow
* Leighann P. Lehman
* Teala Anne M. Mayer
* Rachel K. Wesley
Lisa Zara

Recruiter :Alexandra McDermott
Jessica L. Hallstrom
Chandra K. Harmon
Carla Musil

Senior Consultants

Recruiter :Laura T. Bauer
Kelly L. Sutter
* Melissa R. Wait

Recruiter :Tammy Bourget
Linda Lutzen

Recruiter :Britta L. Burghardt
Charley G. Carlson

Recruiter :Jennifer A. Lake
Gloria M. Lake
* Teri L. Smith
Rhonda Lemke

Recruiter :Kathleen R. Michalk
Josie Michalk

Welcome!

Starting Something
Beautiful....

From

Sharing Dreams...

Melissa J. Bauer
Angela Becker
Chandra K. Harmon
Sandra Knudson
Leighann P. Lehman
Carla Musil

EAU CLAIRE, WI
CENTERVILLE, UT
RICE LAKE, WI
EAU CLAIRE, WI
MENOMONIE, WI
RICE LAKE, WI

M. Walczak
M. Walczak
A. McDermott
M. Walczak
C. Frey
A. McDermott

It's the last Quarter!

This is the last quarter
this Seminar year to be
a Star Consultant and
guess what? There is
room for you to
achieve Star Consultant
success!

Being a Star Consultant
is about the following:

- ◇ Setting a goal and sticking with it
- ◇ Continuing to go for it when things get tough
- ◇ Meeting new people and networking
- ◇ Keeping your datebook full and committing to holding classes
- ◇ Selling products and helping customers feel more confident
- ◇ Making money from your sales and possibly building your team
- ◇ Finishing a goal, being rewarded for it and setting the next goal

Congrats on your Order!

Carla Musil	\$1,800.50
Chandra K. Harmon	\$1,200.00
Jessica L. Hallstrom	\$1,026.00
Linda Lutzen	\$878.50
Jeanine M. Helgevoid	\$684.50
Charliene M. Frey	\$652.00
Alexandra McDermott	\$649.50
Deborah M. Parks	\$607.50
Charley G. Carlson	\$577.50
Laurie J. Brantner	\$437.50
Betty J. Staab	\$424.50
Sandra Tschumperlin	\$405.50
Debra J. Bloss	\$365.50
Jeanine M. Munden	\$296.00
Angela Becker	\$277.00
Jennifer D Schilling	\$262.50
Beth A. Hanaman	\$262.00
Jennifer C. Crews	\$258.50
Jennifer A. Lake	\$254.50
Ellie R. Rumphol	\$247.00
Rhonda M. Cota	\$246.00
Melissa J. Bauer	\$238.50
Gloria M. Lake	\$236.50
Kristi L. Gotham	\$233.00
Kelly L. Sutter	\$231.50
Ruth Talford	\$231.50
Kristine L. Brandt	\$228.00
Tina M. Danzinger	\$226.00
Lorena V. Vera	\$217.00
Tammy Bourget	\$160.50
Connie Easker	\$131.50
Colleen K. Normand	\$64.00
K. Taylor-Multhauf	\$60.00
Britta L. Burghardt	\$28.50

BUILDING TO 100 CUSTOMERS

Make it your goal to build to 100 customers that support you and your business. Start by asking yourself how many customers do you have. Not ones that placed an order and you never hear from again...how many customers are devoted to YOU as THEIR consultant?

READ THIS BELOW...IT COULD CHANGE YOUR BUSINESS!

1. **Send out samplers** and look books to people that you know. the idea behind this is to ask them to replace their current cosmetics with yours. Why? Because you have goals, because your business helps to support your family. Include an insert with the samplers with a picture of your family and BRIEFLY explain how their support impacts you and YOUR family.
2. **Take orders.** Contact the people that you sent samplers and ask if they need anything. Did you know that there are people in the world that are close to running out of cosmetics at any given moment? So why are you allowing yourself to miss out on sales?
3. **When you drop off an order,** drop it off timely. Always have a surprise for your customer. Don't just fill an order. make it an experience. Care about the person that you are providing products to. If you go the extra mile, they won't want to go anywhere else.
4. **Check in...** after a while..possibly 3-4 months, check in. Ask if they are low and if they need to reorder. If not, great. If so, fill the order. Again the key is to fill the order so they always have product. This = sales for you!
5. **Establish a relationship beyond the product.** Connect with the person. like their stuff on facebook, post comments on facebook on their stuff, what are they doing on twitter? Establish a relationship. Care about them beyond what they give to you.
6. **Cultivate gratitude.** Tag your customers (not everyday...maybe once a quarter..) telling people how your business has helped you. what was a perk of your business? Were you able to take your kids to disney? Did you contribute to a cause? People want to work with those that are thankful and they want to be part of something bigger.

CARE. THINK BEYOND THE ORDER.

Melissa Walczak
E9956 50th Avenue
Mondovi, WI 54755



Ready to Commit?

Are you ready to commit to your goals and get things done?
Here are some tips on how to get going with meeting your goals:

- ◆ **Get real about what you actually want to achieve.** What is it? What would it look like? How would you feel? Would it be something just for you, someone else, your family, friends or all of the above? What else do you want?
- ◆ **Break your goal into small, attainable pieces.** Don't expect to lose 10 lbs in 10 days. Look at your business and decide what small milestone that you can meet and what is a true attainable goal. Don't think small, though!
- ◆ **Expect things to go wrong.** When you set a new goal, things can and do go wrong. It's just part of life. Give yourself a moment to be angry, sad, or frustrated then get off your couch and move forward.
- ◆ **Tell yourself that you are the best.** Start speaking positively to yourself so you create the type of energy that helps you to create results in your business. Do depressed people achieve great things?
- ◆ **Go where the gold is.** Find people that are where you want to be and follow them. Hang around with champions and you will be a champion, too!
- ◆ **Find the power in you, too!** Remember that you changed your hair color, you got lost and found your way back, you lost the weight, you bought the new car, you changed jobs, you changed directions, you may have gotten married or had children. There is power in yourself, OWN IT!

